Class Hours: 3.0  Credit Hours: 3.0
Laboratory Hours: 0.0  Date Revised: Fall 2011

Note: This course is not designed for transfer credit.

Catalog Course Description:

A management simulation which is a culmination of the student's academic studies that gives experience in applying theories and skills from various business disciplines to self-managed team problem solving through the use of readings, case studies, simulations, role plays, and guest speakers.

Entry Level Standards:

It is expected that the student will have completed most of the required management courses and that the course will be taken in the calendar year in which the student will graduate.

Prerequisites:

Prerequisites: MGT 2030, MGT2050 and Department Head approval.

Co-requisites:

None

Textbook(s) and Other Course Materials:

ISBN: 0256068259


*The One Minute Manager Meets the Monkey*, Blanchard, O'cken and Burrows, William Morrow, 1989. (This book is on Library Reserve and must be read in its entirety by the sixth class meeting.

(This text will be used in all management courses.)

*This number is for the 9th edition. Any more recent edition will be satisfactory.

I. Week/Unit/Topic Basis:

<table>
<thead>
<tr>
<th>Week</th>
<th>Topic</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Because this course is designed as a management simulation it is necessary to present</td>
</tr>
</tbody>
</table>
management students with tasks, exercises, simulations and other activities similar to those they can expect to encounter in the workplace. And, because the workplace very often leaves managers with no time to anticipate and little time for decision making and planning, this course is designed to treat students the same way. Consequently, they are given assignments no more than a week in advance and on frequent occasions their assignments are made on the spot. The scheduling of assignments may change as the semester progresses due to events in the social and economic environment and, more often, due to events in class; that is, results of specific exercises or conclusions drawn in case discussions may make it appropriate to move up some activity planned for the future or to create new assignments not originally planned.

1 Orientation

2-15 Student teams will assume responsibility for managing the class, leading discussions of case studies, doing role plays and simulations, managing projects (individual & team), arranging for plant tours and guest speakers, conducting seminars, engaging in experiential exercises, conducting team development analyses, and experiencing performance appraisals.

15 Final Exam Period

II. Course Goals*:

The course will:

A. Allow students to develop a practical understanding of entrepreneurship. (I, II, III, VII)

B. Enhancing students’ skills in analyzing sociocultural, economic, political, competitive, and technological conditions affecting the success of a business. (I,III,VI)

C. Apply accounting, management, and marketing principles and concepts to the formulation of a comprehensive entrepreneurial business plan. (I,II,III)

D. Provide students with hands-on experience in the techniques of plan development and presentation. (III,IV,V)

E. Provide students with hands-on experience in communicating effectively. (IV,V,VI,VIII)

F. Provide students with hands-on experience in interpersonal and teamwork skills (III,IV,V)

G. Foster students’ ability to control a set of planned activities to achieve an objective. (I,II,III,IV,VI,V, VIII)

*Roman numerals after course objectives reference goals of the Business Administration program (Career Program Goals and General Education Goals are listed [http://www.pstcc.edu/departments/curriculum_and_instruction/syllabi/](http://www.pstcc.edu/departments/curriculum_and_instruction/syllabi/))

III. Expected Student Learning Outcomes*:

Students will be able to:

1. Communicate effectively, either orally or in writing, publicly or privately. (A,E,F,G)

2. Apply various management theories in self-managed teams. (A,E,F,G)

3. Effectively lead a problem discussion, such as might occur in a team or committee meeting. (A,D)
4. Work with others in organizing to solve problems. (A,E,F)
5. Assemble necessary information for use in identifying problems. (B)
6. Break down a problem into its component parts in order to organize resources to reach a solution. (B)
7. Analyze information in order to establish objectives in problem solving. (B,C)
8. Easily and routinely use the business press to obtain background and specific information for decision making. (B)
9. Review a set of problems or objectives and establish priorities for action. (B,C)
10. Make coherent, responsible assignments to members of the team. (D,E,F)
11. Work with others to identify and develop specific activities that will lead to objective achievement. (A,F)
12. Manage the team's activities so that the objective is attained. (F,G)
13. Effectively appraise the performance of team members and peers. (A,F,G)
14. Conduct her/himself in a professional manner when interacting in business relationships. (A,C,D)

* Capital letters after Expected Student Learning Outcomes reference the course goals listed above.

**IV. Evaluation:**

**A. Testing Procedures:**

**Bases for Course Grade:**

<table>
<thead>
<tr>
<th>Task</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Presentation</td>
<td>13%</td>
</tr>
<tr>
<td>Discussion Leader</td>
<td>13%</td>
</tr>
<tr>
<td>Discussion Participation</td>
<td>23%</td>
</tr>
<tr>
<td>Class Manager</td>
<td>5%</td>
</tr>
<tr>
<td>Dress Code</td>
<td>5%</td>
</tr>
<tr>
<td>Career Project</td>
<td>10%</td>
</tr>
<tr>
<td>Homework</td>
<td>9%</td>
</tr>
<tr>
<td>Team</td>
<td>22%</td>
</tr>
</tbody>
</table>

**Notice:** Participatory Activities account for 71% of your Grade.

**B. Laboratory Expectations:**

Laboratory Expectations: See above scale for grade percentage.
A number of projects will be assigned and handouts provided

**C. Field Work:**

Field Work: See above scale for percentage of grade.
Guest speakers and plant tours to be announced.

**D. Other Evaluation Methods:**
There are no exams. Students will receive written Performance Appraisals at mid-term and at the end of the semester. As in any business, there will be no letter or numerical grades. The only grade given will be the final course grade awarded at the time of the final appraisal.

E. Grading Scale:

Grading Scale:

<table>
<thead>
<tr>
<th>Grade</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>A</td>
<td>92 - 100</td>
</tr>
<tr>
<td>B+</td>
<td>89 - 91</td>
</tr>
<tr>
<td>B</td>
<td>82 - 88</td>
</tr>
<tr>
<td>C+</td>
<td>79 - 81</td>
</tr>
<tr>
<td>C</td>
<td>72 - 78</td>
</tr>
<tr>
<td>D</td>
<td>65 - 71</td>
</tr>
<tr>
<td>F</td>
<td>Below 65</td>
</tr>
</tbody>
</table>

V. Policies:

A. Attendance Policy:

Pellissippi State expects students to attend all scheduled instructional activities. As a minimum, students in all courses (excluding distance learning courses) must be present for at least 75 percent of their scheduled class and laboratory meetings in order to receive credit for the course. Individual departments/programs/disciplines, with the approval of the vice president of the Learning Division, may have requirements that are more stringent. In very specific circumstances, an appeal of the policy may be addressed to the head of the department in which the course was taken. If further action is warranted, the appeal may be addressed to the vice president of the Learning Division.

B. Academic Dishonesty:

Academic misconduct committed either directly or indirectly by an individual or group is subject to disciplinary action. Prohibited activities include but are not limited to the following practices:

• Cheating, including but not limited to unauthorized assistance from material, people, or devices when taking a test, quiz, or examination; writing papers or reports; solving problems; or completing academic assignments.
• Plagiarism, including but not limited to paraphrasing, summarizing, or directly quoting published or unpublished work of another person, including online or computerized services, without proper documentation of the original source.
• Purchasing or otherwise obtaining prewritten essays, research papers, or materials prepared by another person or agency that sells term papers or other academic materials to be presented as one’s own work.
• Taking an exam for another student.
• Providing others with information and/or answers regarding exams, quizzes, homework or other classroom assignments unless explicitly authorized by the instructor.
• Any of the above occurring within the Web or distance learning environment.

C. Accommodations for disabilities:

Students who need accommodations because of a disability, have emergency medical information to share, or need special arrangements in case the building must be evacuated should inform the instructor immediately, privately after class or in her or his office. Students must present a current accommodation plan from a staff member in Services for Students with Disabilities (SSWD) in order to receive accommodations in this course. Services for Students
with Disabilities may be contacted by going to Goins 127, 132, 134, 135, 131 or by phone: 539-7153 or TTY 694-6429. More information is available at www.pstcc.edu/departments/swd/.

D. Other Policies:

College-owned or -operated computing resources are provided for use by students of Pellissippi State. All students are responsible for the usage of Pellissippi State’s computing resources in an effective, efficient, ethical and lawful manner. (*Pellissippi State Online Catalog*)